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DEPARTMENT OF COMMERCE

TED SCHWINDEN, GOVERNOR

LEE METCALF BUILDING—ROOM 50
1520 EAST SIXTH AVENUE

STATE OF MONTANA

(406) 444-2875 MILK CONTROL BUREAU

HELENA, MONTANA 59620-0512

Date: May 31, 1988

To: Mr. Curtis C. Cook, Chairman; and Members of the Board of Milk Control

From: William E. Ross, Bureau Chief, Milk Control Bureau

Re: Semi-Annual Statistical Report -- July 1 through December 31, 1987
Annual Statistical Report -- Year 1987

Enclosed is a report of milk receipts and utilization for the State of Montana. Audited figures are compiled from the ten milk plants who did business in Montana during the second half year and year 1987.

Reported figures are compiled for the producer-distributors, out-of-state distributors and import jobbers.

Our audit program on an average is current to within less than three months.

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STATE OF MONTANA

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DEPARTMENT OF COMMERCE
DIVISION OF BUSINESS REGULATION
MILK CONTROL BUREAU
LEE METCALF BLDG. - Room 050
1520 EAST 6th AVENUE
HELENA, MT 59620-0512

* *

RECAP OF MILK RECEIPTS AND UTILIZATION IN MONTANA

* *

Semi-Annual Statistical Report
July 1, 1987 through December 31, 1987
Pages 1 - 8

Annual Statistical Report
January 1, 1987 through December 31, 1987
Pages 9 - 15

MILK CONTROL BUREAU

BOARD MEMBERS:

Name & Address:	DATE TERM EXPIRES:
Mr. Curtis C. Cook, Chairman of the Board P.O. Box 408, Hamilton, MT 59840	January 1, 1991
Mr. Kenneth Mortag, Vice-Chairman of the Board P.O. Box 236, Cascade, MT 59421	January 1, 1989
Mrs. Bobbye W. Johnson, Member of the Board 1103 Pleasant Street, Miles City, MT 59301	January 1, 1989
Mrs. Norma Happ, Member of the Board 535 5th Avenue East, Kalispell, MT 59901	January 1, 1989
Mr. Mike Holland, Member of the Board 1120 Logan Street, Helena, MT 59601	January 1, 1991

ADMINISTRATIVE STAFF:

Bureau Chief & Executive Secretary of Board	William E. Ross
Department Legal Counsel	Geoffrey Brazier
Auditor III	Arthur McLaren
Auditor I	Roy Hemry
Auditor I	Karen Boone
Auditor I / Investigator	Tracy Alexander-Suda
Administrative Secretary	Marlys Koontz
Statistical Clerk	Coralie Hunter

THE FOLLOWING INFORMATION IS FOR THE SECOND HALF YEAR 1987

The Montana producers information is derived from audited figures that are compiled by the auditors from the Montana Milk Control Bureau. The following prices represent payment before freight allowances from farm-to-plant were withheld:

Pounds of Milk	150,662,392
Average Weighted Test	3.54%
Producer Receipts (gross)	$19,003,048
Average Weighted Blend Price	$12.62

License Application Information:

This information was taken from license applications that were issued for the period July 1, 1987 through June 30, 1988.

10 in-state distributors or processors	10 import jobbers
22 out-of-state distributors	9 producer-distributors
61 in-state jobbers	226 producers (includes 2 producers living out-of-state)

There were 20,930 grade 'A' dairy animals in Montana which include:

In-state Montana Producers	20,340
Montana Producers living out-of-state	205
Montana Producer-Distributors	385

The 20,535 cows owned by in-state Montana producers and Montana producers living out-of-state produced an average of 7,331 pounds each for this six-month period.

RECAP OF MILK RECEIPTS AND UTILIZATION IN MONTANA FOR SECOND HALF YEAR 1987:

**TOTAL POUNDS OF GRADE 'A' MILK PRODUCED BY MONTANA PRODUCERS AND SOLD TO MONTANA PROCESSORS . . . . . 150,622,392 pounds

TOTAL UTILIZATION OF PRODUCER MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	101,765,622	67.56%	2,451,756
CLASS II	18,665,990	12.39%	1,074,559
CLASS III	30,190,780	20.05%	1,802,394
TOTAL	150,622,392	100.00%	5,328,709

**TOTAL POUNDS OF MILK PRODUCED AND SOLD BY PROD-DIST . . . . . 532,183 pounds

TOTAL UTILIZATION OF PRODUCER-DISTRIBUTOR MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	409,920	77.03%	14,777
CLASS II	---	---	---
CLASS III	122,263	22.97%	4,706
TOTAL	532,183	100.00%	19,483

*TOTAL POUNDS OF GRADE 'A' MILK IMPORTED . . . . . 9,979,408 pounds

TOTAL UTILIZATION OF IMPORTED MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	5,362,766	53.74%	326,498
CLASS II	4,376,955	43.86%	241,187
CLASS III	239,687	2.40%	27,307
TOTAL	9,979,408	100.00%	594,992

TOTAL MILK RECEIVED FROM UNGRADED SOURCES AND SWEET CREAM BUTTER FROM GRADE 'B' PLANTS . . . . . 213,860 pounds

TOTAL UTILIZATION OF UNGRADED AND SWEET CREAM BUTTER:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS III	213,860	100.00%	29,348

TOTAL RECONSTITUTION (skim powder and water). . . . . 9,308 pounds

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS III	9,308	100.00%	---

TOTAL MILK FROM ALL SOURCES . . . . . 161,357,151 pounds

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	107,538,308	66.65%	2,793,031
CLASS II	23,042,945	14.28%	1,315,746
CLASS III	30,775,898	19.07%	1,863,775
TOTAL	161,357,151	100.00%	5,972,532

TOTAL ADDITIVES USED IN MONTANA GRADE 'A' PLANTS . . . . . 417,044 pounds

*NOTE: For a more complete breakdown on class I, II & III packaged and bulk IMPORTS see page 7.

**NOTE: Add together for total licensed Grade 'A' producers production in Montana distributor's plants.

SECOND HALF YEAR 1987

Following is a breakdown indicating utilization of total producer milk delivered to in-state distributors:

DISTRIBUTOR	TOTAL POUNDS MILK PRODUCED	POUNDS OF MILK USED CLASS I	POUNDS OF MILK USED CLASS II	POUNDS OF MILK USED CLASS III
Black Hills Milk Prod.	8,598,517	5,970,582	356,681	2,271,254
Clover Leaf	3,890,818	3,220,139	510,275	160,404
Country Classic	45,538,081	27,156,024	6,041,748	12,340,309
Equity	6,644,282	4,615,706	929,711	1,098,865
Meadow Gold - Billings	26,164,977	18,626,613	103,912	7,434,452
Meadow Gold - Gt. Falls	17,752,778	14,494,000	1,615,702	1,643,076
Meadow Gold - Kalispell	5,869,139	4,385,659	1,226,041	257,439
Meadow Gold - Missoula	24,334,618	13,021,693	7,081,327	4,231,598
Safeway	5,635,391	5,059,580	128,741	447,070
Vita Rich	6,193,791	5,215,626	671,852	306,313
TOTALS	**150,622,392**	**101,765,622**	**18,665,990**	**30,190,780**
PERCENTAGES	**100%**	**67.56%**	**12.39%**	**20.05%**

* *

Listed below are weighted average blend prices before freight (farm-to-plant) for producer milk of the 10 Montana distributors or processors based on Montana minimum prices.

DISTRIBUTOR	1st HALF YEAR 1985	2nd HALF YEAR 1985	1st HALF YEAR 1986	2nd HALF YEAR 1986	1st HALF YEAR 1987	2nd HALF YEAR 1987
Black Hills Milk	13.21	12.55	12.00	12.25	12.36	12.57
Clover Leaf	14.23	13.78	13.55	13.69	13.21	13.34
Country Classic	13.18	12.31	12.02	12.02	11.96	12.37
Equity	13.83	13.26	12.93	13.25	12.58	12.80
MG - Billings	14.09	13.56	13.15	13.32	12.38	12.50
MG - Great Falls	13.98	13.57	13.15	13.21	12.57	13.13
MG - Kalispell	13.61	13.28	12.88	13.04	12.61	13.05
MG - Missoula	13.21	12.79	12.26	11.67	12.13	12.30
Safeway	13.02	13.10	11.56	12.13	12.73	13.28
Vita Rich	13.25	12.95	13.01	13.08	12.72	13.06
WEIGHTED AVERAGE BLEND PRICES	13.40	12.88	12.49	12.56	12.30	12.62

Five out of ten distributors or processors paid blend prices over $13.00 per hundredweight in the second half year 1987, compared with one out of ten distributors or processors paying blend prices over $13.00 in the first half year 1987.

RECAP OF MILK HANDLED BY DISTRIBUTORS IN MONTANA, PRODUCER-DISTRIBUTORS, AND OUT-OF-STATE DISTRIBUTORS FOR THE SECOND HALF YEAR 1987:

MONTANA RECEIPTS FROM ALL SOURCES	PRODUCT POUNDS	BUTTERFAT POUNDS
Beginning Inventory - Packaged	703,588	17,671
Beginning Inventory - Bulk	1,289,123	58,009
Producer Receipts	150,622,392	5,328,709
Transfers Between Montana Plants:		
Class I Package	(1,042,555)	(19,544)
Class I Bulk	(11,367,079)	(267,296)
Class II Package	(---)	(---)
Class II Bulk	(379,257)	(30,787)
Class III Bulk	(2,578,646)	(236,221)
***Receipts other Source -Imports Into Montana:**		
Class I Package	---	---
Class I Package - Sterile	914,371	215,662
Class I Bulk	---	---
Class II Package	941,084	37,497
Class II Bulk	---	---
Class III Package	54,209	2,529
Class III Bulk	---	---
Class III Bulk:		
Ungraded	204,606	22,182
Butter in Ice Cream	9,254	7,166
Skim Powder & Water Reconstituted	9,308	---
Additives	417,044	---
SUBTOTAL: RECEIPTS OF MONTANA DISTRIBUTORS	155,164,979	5,689,425
PRODUCER-DISTRIBUTORS RECEIPTS	532,183	19,483
*OUT-OF-STATE DISTRIBUTORS (IMPORTS)	8,069,744	339,304
TOTAL RECEIPTS IN THE STATE OF MONTANA	163,766,906	6,048,212

*NOTE: For more complete breakdowns on Class I, II & III packaged and bulk IMPORTS see page 7.

RECAP OF CLASS I, II & III UTILIZATION OF MILK RECEIVED BY MONTANA DISTRIBUTORS, PRODUCER-DISTRIBUTORS AND OUT-OF-STATE DISTRIBUTORS FOR SECOND HALF YEAR 1987:

CLASS I USAGE:	PRODUCT POUNDS	BUTTERFAT POUNDS
Total Class I Pkg. Sales by Montana Distributors	101,601,381	2,592,386
Packaged Sales STERILE (counted in above)	(914,371)	(215,662)
Transfers Between MT Plants (counted in above):		
Packaged Sales	(1,041,706)	(19,625)
Bulk Sales	(8,103,517)	(186,384)
*Exported:		
Packaged Sales (counted in above)	(7,750,862)	(197,823)
Bulk Sales	485,937	18,352
Closing Package Inventory	853,882	21,093
SUBTOTAL: Montana Distributors Utilization	102,943,200	2,631,831
Producer-Distributors	409,920	14,777
*Out-Of-State Distributors - Pkg.	4,448,395	110,836
TOTAL CLASS I UTILIZATION	107,801,515	2,757,444

CLASS II USAGE:		
Ice Cream (frozen & mixes)	5,540,152	639,383
Cottage Cheese (all kinds)	10,521,516	96,244
Sour Cream & Dips	1,365,989	272,909
Yogurt Mix/Egg Nog	625,801	38,920
Transfers Between MT Plants (counted in above):		
Bulk Sales	(519,461)	(30,788)
*Imports into Montana - Class II packaged	941,084	37,497
*Exported:		
Packaged Sales (counted in above)	(1,934,154)	(127,027)
Bulk Sales	325,697	12,224
Bulk Sales - Grade 'B' Manufacturing Plants	542,286	18,950
Bulk Sales	6,196	1,713
SUBTOTAL: Montana Dist. Processing & Imports	19,868,721	1,117,840
Producer-Distributors	---	---
*Out-Of-State Distributors - Pkg.	3,435,871	203,690
TOTAL CLASS II UTILIZATION	23,304,592	1,321,530

CLASS III USAGE:		
Butter	606,907	234,617
Cheddar Cheese	1,402,915	49,449
Transfers Between MT Plants (counted in above):		
Bulk Sales	(5,709,209)	(312,475)
*Imports into Montana - Class III Packaged	54,209	2,529
*Exported:		
Packaged Sales (counted in above)	(815,642)	(98,362)
Bulk Sales	16,900,245	781,097
Bulk Sales - Grade 'B' Manufacturing Plants	9,700,376	690,147
Livestock Feed	66,973	1,664
Dumped	154,464	13,554
Closing Bulk Inventory	595,422	43,267
SUBTOTAL: Montana Dist. Processing & Imports	29,481,511	1,816,324
Producer-Distributors	122,263	4,706
*Out-of-State Distributors - Pkg.	185,478	24,778
TOTAL CLASS III UTILIZATION	29,789,252	1,845,808

TOTAL RECEIPTS IN STATE OF MONTANA - ALL SOURCES	163,766,906	6,048,212
TOTAL PRODUCTS ACCOUNTED FOR IN MONTANA	160,895,359	5,924,782
TOTAL SHRINKAGE	2,871,547	123,430

MILK IMPORTED = 9,979,408 MILK EXPORTED = 28,212,537

*NOTE: For a more complete breakdown on class I, II and III packaged & bulk IMPORTS & EXPORTS see page 7.

BREAKDOWN OF CLASS I, II & III PACKAGED & BULK IMPORTS AND EXPORTS -- SECOND HALF 1987

IMPORTS FROM O.O.S. DISTRIBUTORS & MONTANA GRADE 'A' DISTRIBUTORS:

CLASS I PRODUCTS:	GALLONS	MILK EQUIVALENT OR PRODUCT LBS.	BUTTERFAT LBS.
Packaged	625,031	5,362,766	326,498
Bulk	---	---	---
TOTAL CLASS I IMPORTS	625,031	5,362,766	326,498
CLASS II PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	---	---	---
Ice Cream (frozen)	273,271	958,033	128,377
Ice Milk/Sherbet/Novelties	200,820	711,666	32,879
Regular Ice Cream Mix	11,891	83,313	11,147
Shake Mix/MAS/Egg Nog	80,861	572,221	24,662
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Cottage Cheese (creamed)	164,440	924,977	9,065
Cottage Cheese (dry)	6,650	49,044	122
Sour Cream & Dips	74,288	74,288	14,858
Yogurt	1,003,310	1,003,310	20,066
Sour Half & Half	103	103	11
TOTAL CLASS II IMPORTS		4,376,955	241,187
CLASS III PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	---	---	---
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Butter	25,967	58,426	20,776
Cheddar Cheese	18,124	181,240	6,524
Cream Cheese	21	21	7
TOTAL CLASS III IMPORTS		239,687	27,307
TOTAL POUNDS IMPORTED: CLASS I, II & III - Bulk & Pkg. (in milk equivalents)		9,979,408	594,992

EXPORTS BY MONTANA GRADE 'A' DISTRIBUTORS:

CLASS I PRODUCTS:	GALLONS	MILK EQUIVALENT OR PRODUCT LBS.	BUTTERFAT LBS.
Packaged	899,172	7,750,862	197,823
Bulk	56,504	485,937	18,352
TOTAL CLASS I EXPORTS	955,676	8,236,799	216,175
CLASS II PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	37,872	325,697	12,224
Ice Cream (frozen)	169,712	594,978	79,727
Ice Milk/Sherbet/Novelties	33,198	117,646	5,435
Regular Ice Cream Mix	6,899	48,336	6,467
Shake Mix/MAS/Egg Nog	18,771	132,840	5,725
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Cottage Cheese (creamed)	158,372	890,841	8,730
Cottage Cheese (dry)	1,384	10,207	26
Sour Cream & Dips	100,724	100,724	20,145
Yogurt	38,582	38,528	772
Sour Half & Half	---	---	---
TOTAL CLASS II EXPORTS		2,259,851	139,251
CLASS III PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	1,965,144	16,900,245	781,097
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Butter	95,952	215,892	76,771
Cheddar Cheese	59,975	599,750	21,591
Cream Cheese	---	---	---
TOTAL CLASS III EXPORTS		17,715,887	879,459
TOTAL POUNDS EXPORTED: CLASS I, II & III - Pkg. & Bulk (in milk equivalents)		28,212,537	1,234,885

BREAKDOWN OF TOTAL UNIT SALES OF FLUID MILK
of which 7,750,862 pounds of product and 197,823 pounds of butterfat were sold out-of-state
and 5,363,766 pounds of product and 326,498 pounds of butterfat were IMPORTED products.

PRODUCT	1/2 Pints	1/3 Quarts	Pints	Quarts	1/2 Gallon	Single Gallon	Dispenser Gallon	Product Pounds	Average B.F. Test	Butterfat Pounds
RAW MILK				3,975	28,495	20,243		305,165	3.73%	11,391
HOMOGENIZED MILK	2,610,325		670,113	753,292	2,023,622	1,853,996	188,153	30,007,054	3.28%	983,702
CHOCOLATE MILK			143,865	40,828	277			243,626	3.62%	8,823
CHOC LOWFAT 2% MILK	2,902,555		775,284	446,684	9,740	86,203	15,936	4,284,287	2.03%	87,173
LOWFAT 2% MILK	6,067,949	106,714	11,794	876,734	4,270,602	4,030,382	269,761	60,721,664	2.01%	1,222,304
LOWFAT 1% MILK				2,969	4,155	76,428		683,118	1.04%	7,087
BUTTERMILK	23,059			586,547	67,469	4,839		1,608,994	1.35%	21,697
SKIM MILK	147,170			276,060	1,058,526	151,074	11,858	6,648,622	0.27%	18,009
1/2 AND 1/2			626,101	115,562		990		924,624	11.19%	103,426
WHIPPING CREAM	53,256		24,787	8,278	9,554	706		117,311	32.93%	38,627
STERILE: Whipping Cream 30%	235,991		162,171	1,932				298,587	30.00%	89,576
STERILE: Whipping Cream 40%			157,844	12,860				191,595	40.00%	76,638
STERILE: Aerosol Whip 20%	6.5 oz. / 8,577	14 oz. / 6,420	15 oz. / 12,323					20,655	20.00%	4,131
STERILE: 1/2 & 1/2 10.5%	3/8 oz. / 3,761,884		146,224	53,216				364,257	10.50%	38,247
STERILE: Table Cream 18%			37,730					40,137	17.86%	7,168
TOTAL CLASS I PACKAGED SALES - including IMPORTS into Montana and EXPORTS from Montana								106,459,696		2,717,999

1987 ANNUAL REPORT

MONTANA

MILK RECEIPTS & UTILIZATION

*Note: For annual figures, refer to pages 9 through 15.

In the year 1986, licensed Montana producers sold to Montana processors 310,527,713 pounds of Grade 'A' milk at a weighted average test of 3.52%. They received a total of $39,408,218 or a weighted average blend price of $12.69 per hundredweight for all milk sold.

In the year 1987, licensed Montana producers had the following:

MONTANA PRODUCERS

Pounds of Milk	300,794,491
Average Weighted Test	3.52%
Producer receipts (gross)	$37,475,696
Average Weighted Blend Price	$12.46

Montana dairy farmers and Montana producers living out-of-state had a total of 21,520 cows which produced an average of 13,977 pounds each. In addition there were 495 dairy animals owned by producer-distributors.

Based on figures from a 1987 provisional estimate by the U.S. Census Bureau, the population of Montana for the year was 809,000. The cost to consumers for the Milk Control program (based on fluid consumption only) was $.00268 per quart. Converting all milk products used by consumers to milk equivalents (including cottage cheese, ice cream, hard cheese, and butter) the cost of the program to consumers was $.00199 or approximately 2.0 mils.

The above calculations are based on a total expenditure by this agency for the calendar year 1987 of $241,981.64.

Per capita consumption of fluid milk in Montana using the above population figures was 239.53 pounds or 111.41 quarts. Per capita consumption of all milk products was 323.52 pounds.

RECAP OF MILK RECEIPTS AND UTILIZATION IN MONTANA FOR YEAR 1987:

**TOTAL POUNDS OF GRADE 'A' MILK PRODUCED BY MONTANA PRODUCERS AND SOLD TO MONTANA PROCESSORS . . . . . 300,794,941 pounds

TOTAL UTILIZATION OF PRODUCER MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	199,142,535	66.20%	4,798,095
CLASS II	38,433,278	12.78%	2,132,850
CLASS III	63,219,128	21.02%	3,656,697
TOTAL	300,794,941	100.00%	10,587,642

**TOTAL POUNDS OF MILK PRODUCED AND SOLD BY PROD-DIST . . . . 1,002,422 pounds

TOTAL UTILIZATION OF PRODUCER-DISTRIBUTOR MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	819,346	81.74%	29,328
CLASS II	---	---	---
CLASS III	183,076	18.26%	7,152
TOTAL	1,002,422	100.00%	36,480

*TOTAL POUNDS OF GRADE 'A' MILK IMPORTED . . . . . 20,105,310 pounds

TOTAL UTILIZATION OF IMPORTED MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	10,446,618	51.96%	622,501
CLASS II	9,262,016	46.07%	517,176
CLASS III	396,676	1.97%	50,193
TOTAL	20,105,310	100.00%	1,189,870

TOTAL MILK RECEIVED FROM UNGRADED SOURCES AND SWEET CREAM BUTTER FROM GRADE 'B' PLANTS . . . . . 318,247 pounds

TOTAL UTILIZATION OF UNGRADED AND SWEET CREAM BUTTER:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS III	318,247	100.00%	73,119

TOTAL RECONSTITUTION (skim powder and water). . . . . 73,111 pounds

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS III	73,111	100.00%	---

TOTAL MILK FROM ALL SOURCES . . . . . 322,294,031 pounds

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	210,408,499	65.29%	5,449,924
CLASS II	47,695,294	14.80%	2,650,026
CLASS III	64,190,238	19.91%	3,787,161
TOTAL	322,294,031	100.00%	11,887,111

TOTAL ADDITIVES USED IN MONTANA GRADE 'A' PLANTS . . . . . 759,029 pounds

*NOTE: For a more complete breakdown on class I, II & III packaged and bulk IMPORTS see page 14.

**NOTE: Add together for total licensed Grade 'A' producers production in Montana distributor's plants.

YEAR 1987

Following is a breakdown indicating utilization of total producer milk delivered to in-state distributors:

DISTRIBUTOR	TOTAL POUNDS MILK PRODUCED	POUNDS OF MILK USED CLASS I	POUNDS OF MILK USED CLASS II	POUNDS OF MILK USED CLASS III
Black Hills Milk Prod.	17,513,121	12,053,719	706,554	4,752,848
Clover Leaf Dairy	7,645,381	6,396,260	955,792	293,329
Country Classic	90,811,600	51,731,929	11,717,745	27,361,926
Equity	12,960,489	8,974,788	1,830,406	2,155,295
Meadow Gold - Billings	51,020,330	37,322,577	113,127	13,584,626
Meadow Gold - Gt. Falls	36,561,680	27,918,294	3,869,248	4,774,138
Meadow Gold - Kalispell	11,594,236	8,400,156	2,612,941	581,139
Meadow Gold - Missoula	48,446,709	25,937,006	14,838,988	7,670,715
Safeway	11,892,815	10,158,917	330,590	1,403,308
Vita Rich	12,348,580	10,248,889	1,457,887	641,804
TOTALS	**300,794,941**	**199,142,535**	**38,433,278**	**63,219,128**
PERCENTAGES	**100%**	**66.20%**	**12.78%**	**21.02%**

* *

Listed below are weighted average blend prices before freight (farm-to-plant) for producer milk of the ten Montana distributors or processors based on Montana minimum prices.

DISTRIBUTOR	YEAR 1983	YEAR 1984	YEAR 1985	YEAR 1986	YEAR 1987
Black Hills Milk	12.89	13.88	12.81	12.25	12.46
Clover Leaf	14.21	14.64	14.00	13.69	13.28
Country Classic	13.27	13.48	12.69	12.02	12.17
Equity Supply	13.73	14.19	13.53	13.25	12.69
MG - Billings	13.83	14.45	13.82	13.32	12.44
MG - Gt. Falls	13.49	14.44	13.77	13.31	12.84
MG - Kalispell	13.34	14.00	13.44	13.04	12.61
MG - Missoula	13.24	13.72	13.00	12.49	12.22
Safeway	13.14	13.44	12.70	12.13	12.99
Vita Rich	13.50	13.85	13.10	13.08	12.89
WEIGHTED AVERAGE BLEND PRICES	**13.27**	**13.78**	**13.13**	**12.69**	**12.46**

One out of ten distributors or processors paid blend prices over $13.00 per hundredweight in the year 1987, compared with six out of eleven distributors or processors paying blend prices over $13.00 in the year 1986.

RECAP OF MILK HANDLED BY DISTRIBUTORS IN MONTANA, PRODUCER-DISTRIBUTORS, AND OUT-OF-STATE DISTRIBUTORS FOR THE YEAR 1987:

MONTANA RECEIPTS FROM ALL SOURCES	PRODUCT POUNDS	BUTTERFAT POUNDS
Beginning Inventory - Packaged	1,008,187	** 25,136
Beginning Inventory - Bulk	849,139	** 44,561
Producer Receipts	300,794,941	10,587,642
Transfers Between Montana Plants:		
Class I Package	(2,136,634)	(41,514)
Class I Bulk	(22,372,943)	(526,346)
Class II Package	(---)	(---)
Class II Bulk	(717,651)	(56,889)
Class III Bulk	(4,694,707)	(447,731)
***Receipts other Source -Imports Into Montana:**		
Class I Package	13	4
Class I Package - Sterile	1,712,794	401,348
Class I Bulk	---	---
Class II Package	2,505,096	98,492
Class II Bulk	---	---
Class III Package	80,954	10,122
Class III Bulk	---	---
Class III Bulk:		
Ungraded	272,772	36,963
Butter in Ice Cream	45,475	36,156
Skim Powder & Water Reconstituted	73,111	---
Additives	759,029	---
SUBTOTAL: RECEIPTS OF MONTANA DISTRIBUTORS	308,101,511	11,240,424
PRODUCER-DISTRIBUTORS RECEIPTS	1,002,422	36,480
*OUT-OF-STATE DISTRIBUTORS (IMPORTS)	15,806,453	679,904
TOTAL RECEIPTS IN THE STATE OF MONTANA	324,910,386	11,956,808

*NOTE: For more complete breakdowns on class I, II & III packaged and bulk IMPORTS see page 14.

**NOTE: The butterfat pounds listed in the Semi-Annual Statistical Report for January 1, 1987 through June 30, 1987 were reversed.

RECAP OF CLASS I, II & III UTILIZATION OF MILK RECEIVED BY MONTANA DISTRIBUTORS, PRODUCER-DISTRIBUTORS AND OUT-OF-STATE DISTRIBUTORS FOR YEAR 1987:

CLASS I USAGE:	PRODUCT POUNDS	BUTTERFAT POUNDS
Total Class I Pkg. Sales by Montana Distributors	199,420,239	5,060,214
Packaged Sales STERILE (counted in above)	(1,712,794)	(401,348)
Transfers Between MT Plants (counted in above):		
Packaged Sales	(2,139,880)	(41,563)
Bulk Sales	(16,103,169)	(373,028)
*Exported:		
Packaged Sales (counted in above)	(15,192,629)	(389,668)
Bulk Sales	1,012,592	38,497
Closing Package Inventory	855,882	21,093
SUBTOTAL: Montana Distributors Utilization	210,288,713	5,119,804
Producer-Distributors	819,346	29,328
*Out-Of-State Distributors - Pkg.	8,733,811	221,149
TOTAL CLASS I UTILIZATION	210,841,870	5,370,281
CLASS II USAGE:		
Ice Cream (frozen & mixes)	11,694,489	1,332,467
Cottage Cheese (all kinds)	21,997,008	199,212
Sour Cream & Dips	2,556,095	508,842
Yogurt Mix/Egg Nog	713,765	41,431
Transfers Between MT Plants (counted in above):		
Bulk Sales	(975,350)	(67,972)
*Imports into Montana - Class II packaged	2,505,096	98,492
*Exported:		
Packaged Sales (counted in above)	(4,866,984)	(284,219)
Bulk Sales	673,218	25,448
Bulk Sales - Grade 'B' Manufacturing Plants	1,128,408	39,573
Bulk Sales	9,525	2,510
SUBTOTAL: Montana Dist. Processing & Imports	41,277,604	2,247,975
Producer-Distributors	---	---
*Out-Of-State Distributors - Pkg.	6,756,920	418,684
TOTAL CLASS II UTILIZATION	48,034,524	2,666,659
CLASS III USAGE:		
Butter	1,194,012	459,518
Cheddar Cheese	2,826,887	99,399
Transfers Between MT Plants (counted in above):		
Bulk Sales	(10,705,758)	(585,033)
*Imports into Montana - Class III Packaged	80,954	10,122
*Exported:		
Packaged Sales (counted in above)	(2,020,725)	(192,300)
Bulk Sales	32,063,403	1,464,323
Bulk Sales - Grade 'B' Manufacturing Plants	23,139,051	1,539,066
Livestock Feed	134,102	3,339
Dumped	233,999	16,507
Closing Bulk Inventory	595,422	43,267
SUBTOTAL: Montana Dist. Processing & Imports	60,267,830	3,635,541
Producer-Distributors	183,076	7,152
*Out-of-State Distributors - Pkg.	315,722	40,071
TOTAL CLASS III UTILIZATION	60,766,628	3,682,764
TOTAL RECEIPTS IN STATE OF MONTANA - ALL SOURCES	324,910,386	11,956,808
TOTAL PRODUCTS ACCOUNTED FOR IN MONTANA	319,643,022	11,719,704
TOTAL SHRINKAGE	5,267,364	237,104

MILK IMPORTED = 20,105,310 MILK EXPORTED = 55,829,551

*NOTE: For a more complete breakdown on class I, II and III packaged & bulk IMPORTS & EXPORTS see page 14.

BREAKDOWN OF CLASS I, II & III PACKAGED & BULK IMPORTS AND EXPORTS - YEAR 1987

IMPORTS FROM O.O.S. DISTRIBUTORS & MONTANA GRADE 'A' DISTRIBUTORS:

CLASS I PRODUCTS:	GALLONS	MILK EQUIVALENT OR PRODUCT LBS.	BUTTERFAT LBS.
Packaged	1,217,555	10,446,618	622,501
Bulk	---	---	---
TOTAL CLASS I IMPORTS	1,217,555	10,446,618	622,501
CLASS II PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	---	---	---
Ice Cream (frozen)	549,404	1,926,125	258,101
Ice Milk/Sherbet/Novelties	459,748	1,629,256	75,271
Regular Ice Cream Mix	58,875	412,522	55,195
Shake Mix/MAS/Egg Nog	115,799	819,461	35,318
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Cottage Cheese (creamed)	343,947	1,934,699	18,960
Cottage Cheese (dry)	16,186	119,371	298
Sour Cream & Dips	142,252	142,252	28,451
Yogurt	2,278,165	2,278,165	45,564
Sour Half & Half	165	165	18
TOTAL CLASS II IMPORTS		9,262,016	517,176
CLASS III PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	---	---	---
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Butter	49,664	111,744	39,736
Cheddar Cheese	28,429	284,290	10,233
Cream Cheese	642	642	224
TOTAL CLASS III IMPORTS		396,676	50,193
TOTAL POUNDS IMPORTED: CLASS I, II & III - Bulk & Pkg. (in milk equivalents)		20,105,310	1,189,870

EXPORTS BY MONTANA GRADE 'A' DISTRIBUTORS:

CLASS I PRODUCTS:	GALLONS	MILK EQUIVALENT OR PRODUCT LBS.	BUTTERFAT LBS.
Packaged	1,762,486	15,192,629	389,668
Bulk	117,743	1,012,592	38,497
TOTAL CLASS I EXPORTS	1,880,229	16,205,221	428,165
CLASS II PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	72,281	673,218	25,448
Ice Cream (frozen)	350,593	1,229,110	164,701
Ice Milk/Sherbet/Novelties	75,691	268,234	12,391
Regular Ice Cream Mix	20,597	144,318	19,310
Shake Mix/MAS/Egg Nog	27,155	192,182	8,281
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Cottage Cheese (creamed)	180,321	2,645,554	25,925
Cottage Cheese (dry)	3,381	24,936	62
Sour Cream & Dips	257,210	257,210	51,441
Yogurt	105,440	105,440	2,108
Sour Half & Half	---	---	---
TOTAL CLASS II EXPORTS		5,540,202	309,667
CLASS III PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	3,728,303	32,063,403	1,464,323
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Butter	166,119	373,766	132,909
Cheddar Cheese	164,664	1,646,640	59,279
Cream Cheese	319	319	112
TOTAL CLASS III EXPORTS		34,084,128	1,656,623
TOTAL POUNDS EXPORTED: CLASS I, II & III - Pkg. & Bulk (in milk equivalents)		55,829,551	2,394,455

BREAKDOWN OF TOTAL UNIT SALES OF FLUID MILK
of which 15,192,629 pounds of product and 389,668 pounds of butterfat were sold out-of-state
and 10,446,618 pounds of product and 622,501 pounds of butterfat were IMPORTED products.

PRODUCT	1/2 Pints	1/3 Quarts	Pints	Quarts	1/2 Gallon	Single Gallon	Dispenser Gallon	Product Pounds	Average B.F. Test	Butterfat Pounds
RAW MILK				8,627	54,169	41,993		612,615	3.76%	23,029
HOMOGENIZED MILK	5,359,410		1,200,713	1,429,564	4,014,445	3,687,528	374,815	59,443,275	3.27%	1,943,989
CHOCOLATE MILK			249,424	74,196	639			430,400	3.62%	15,585
CHOC LOWFAT 2% MILK	6,396,060		1,384,914	808,453	18,006	88,191	31,236	7,787,725	2.03%	158,394
LOWFAT 2% MILK	13,380,051	189,574	38,917	1,632,076	8,344,717	7,895,499	525,077	119,455,501	2.01%	2,406,433
LOWFAT 1% MILK				5,113	7,363	157,225		1,398,033	1.03%	14,355
BUTTERMILK	48,405			1,156,736	130,062	10,301		3,168,206	1.36%	43,228
SKIM MILK	283,314			527,532	2,102,471	278,637	25,263	12,985,782	0.26%	33,609
1/2 AND 1/2	9,795		1,181,666	218,435		1,854		1,750,896	11.18%	195,668
WHIPPING CREAM	98,414		44,644	15,270	19,547	693	969	226,538	33.05%	74,874
STERILE: Whipping Cream 30%	429,339		295,599	3,804				544,418	30.00%	163,325
STERILE: Whipping Cream 40%	1,068		292,844	25,112				358,635	40.00%	143,470
STERILE: Aerosol Whip 20%	6.5 oz. / 21,445	14 oz. / 13,260	15 oz. / 24,744					43,512	20.00%	8,702
STERILE: 1/2 & 1/2 10.5%	3/8 oz. / 7,246,757		284,056	98,216				695,044	10.50%	72,980
STERILE: Table Cream 18%			68,450					72,817	17.92%	13,050
TOTAL CLASS I PACKAGED SALES - including IMPORTS into Montana and EXPORTS from Montana								208,973,397		5,310,691

The tables in this report are a result of audited figures taken from milk processing plant records and accurately reflect production and sales of fluid milk in Montana for the period covered.

FOR MORE INFORMATION WRITE OR CALL:

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Division of Business Regulation
Milk Control Bureau
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